

**Fig. 1**

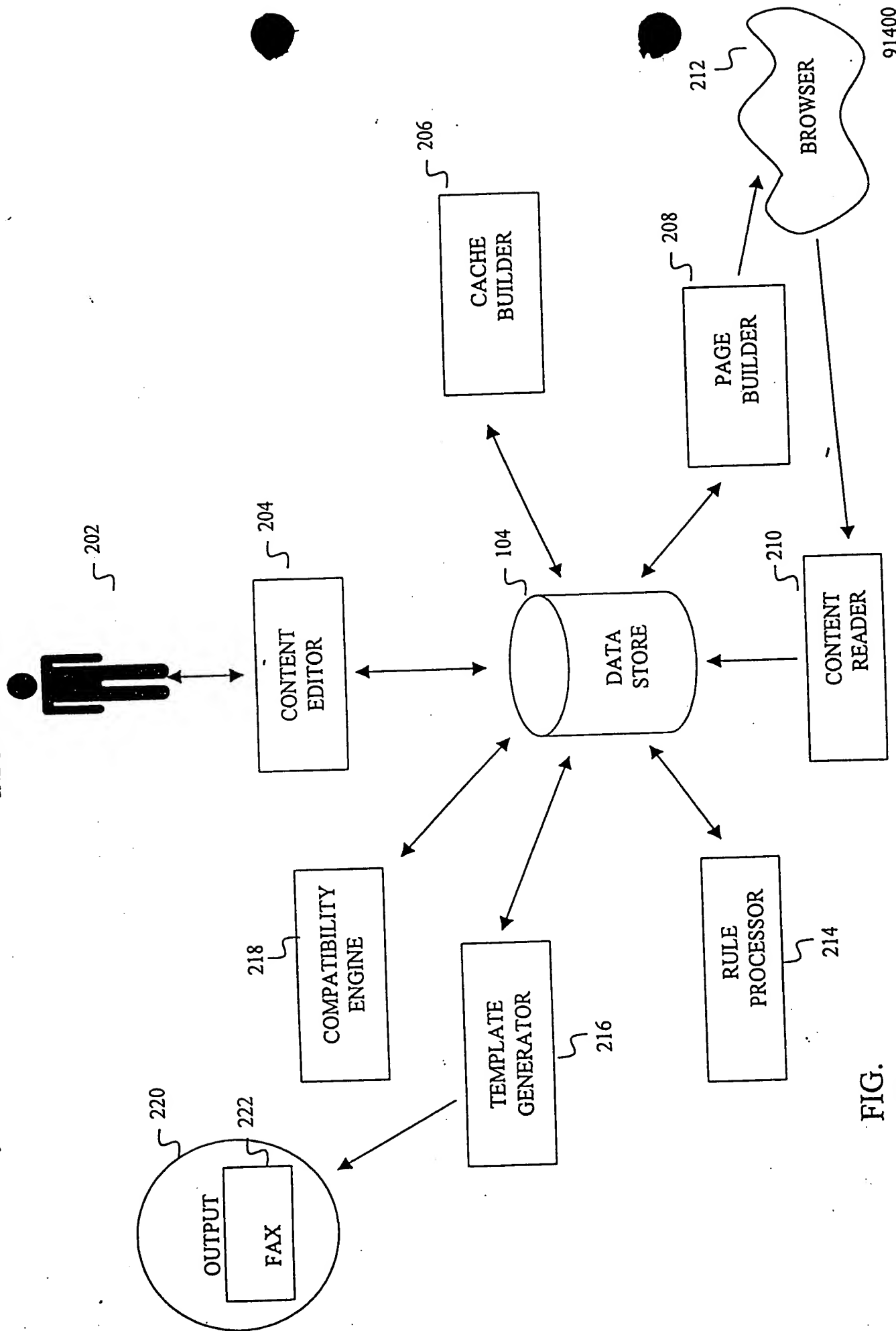


FIG. 2A

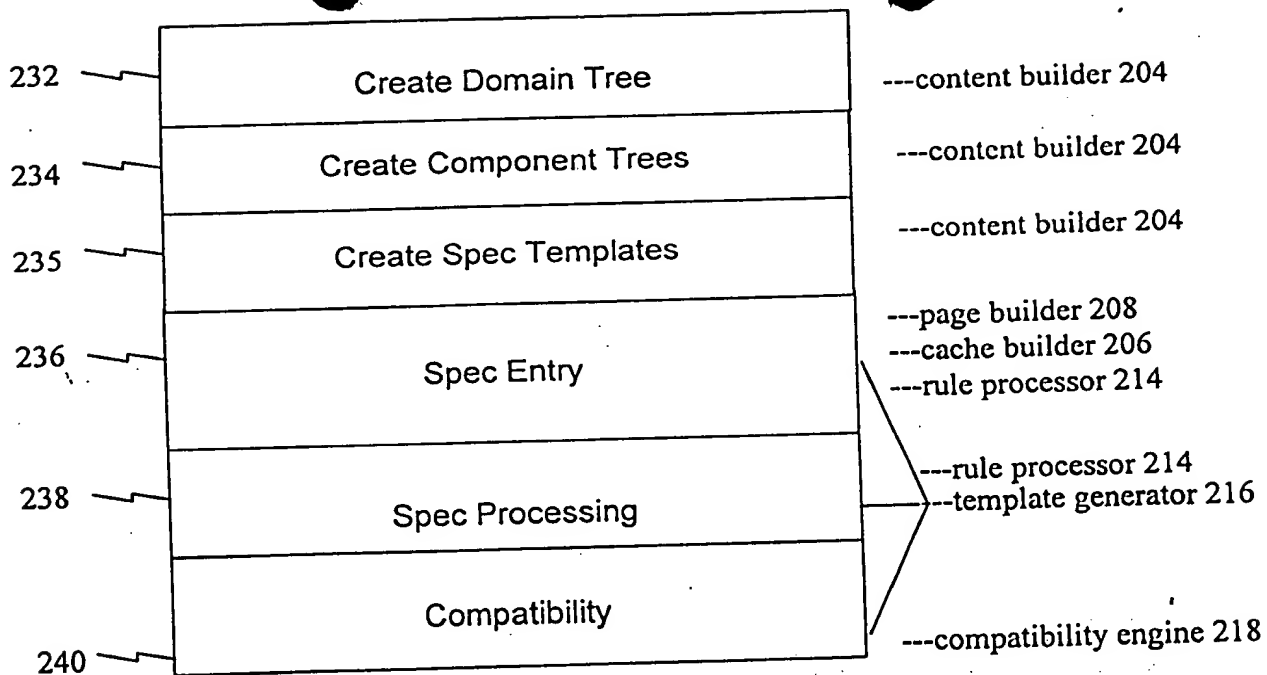


FIG. 2B

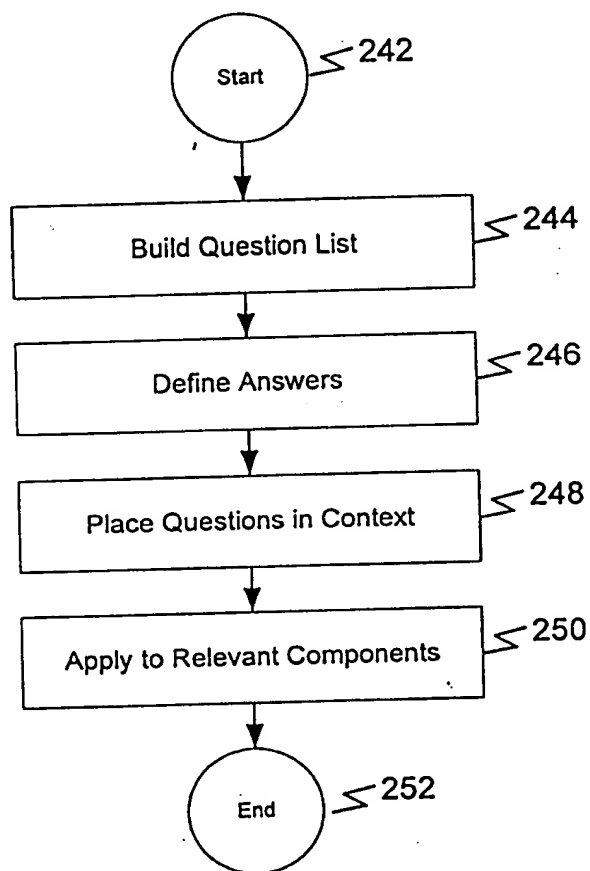


FIG. 2C

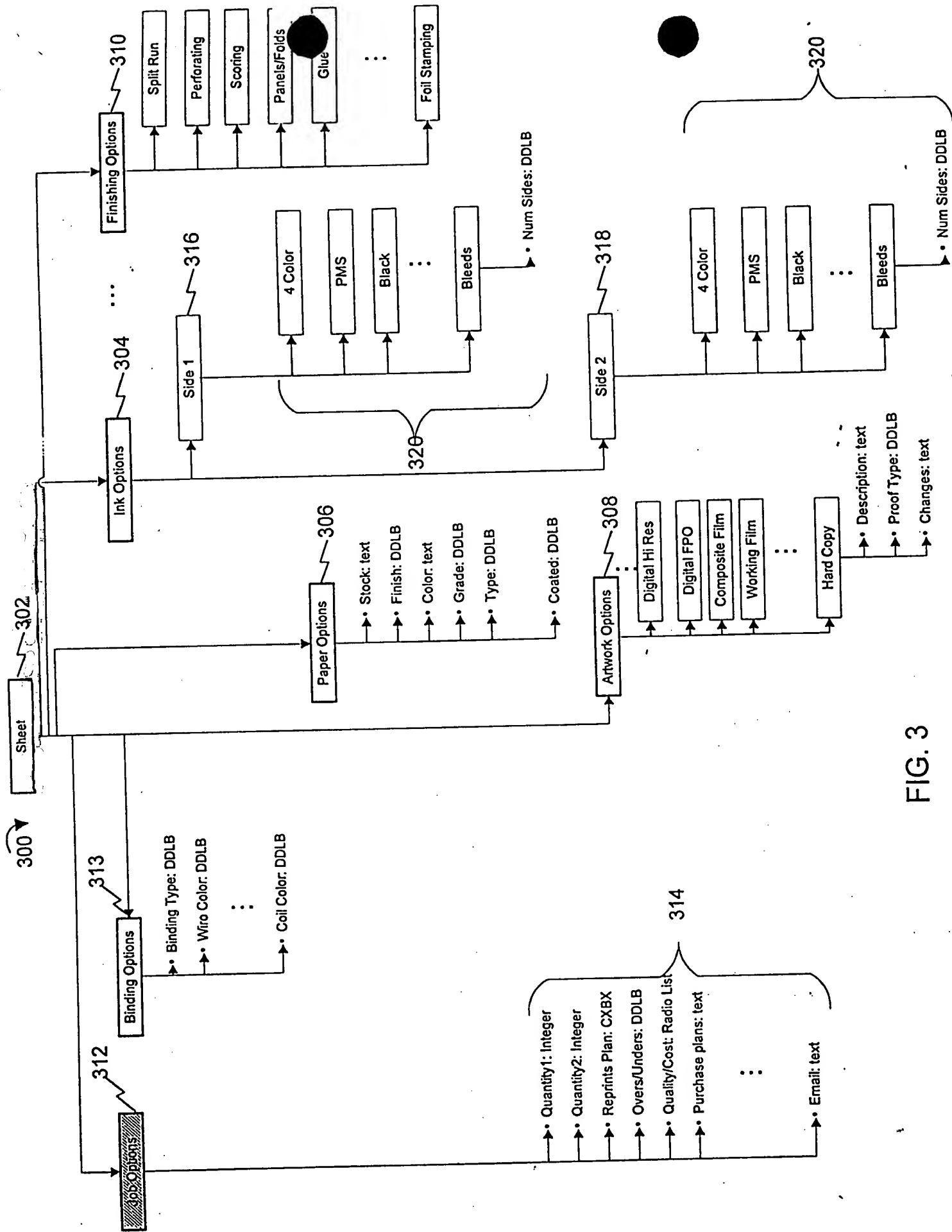
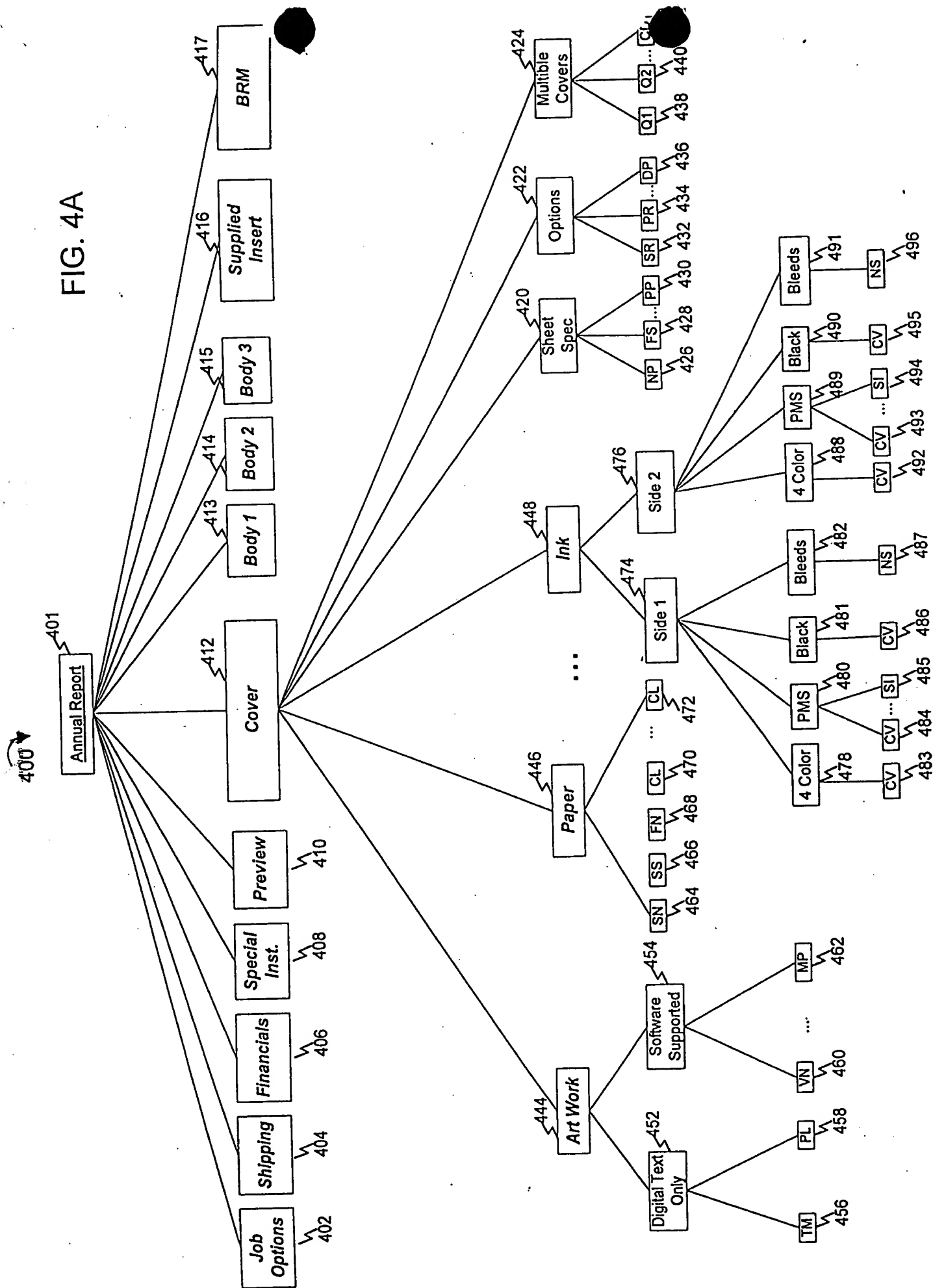


FIG. 4A



Spec Name:

Annual Report

File Under:

Form Testing - DO NOT SUBMIT RFQs

Start Date:

End Date:

Limit Access:

Add to My Page: ☐ Yes ☒ No

# of Bodies:

3 ~ 419

# of Supplied Inserts:

1 ~ 421

# of Dbl. Panel B/Cards Inserts:

0 ~ 423

# of BRC/BRM Inserts:

1 ~ 425

# of Single Panel B/Cards:

0 ~ 427

OK Cancel

\*Indicates Required Information

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FIG. 4B

09435445-110599

429

50  
Annual Report ~ 502  
Job Options ~ 504  
Cover ~ 506  
Artwork }  
Paper } 507  
Ink }  
Finishing }  
Body 1 ~ 508  
Artwork  
Paper  
Ink  
Finishing  
Body 2 ~ 510  
Artwork  
Paper  
Ink  
Finishing  
Body 3 ~ 512  
Artwork  
Paper  
Ink  
Finishing  
Supplied Insert ~ 514  
Dbl Panel B/Card 1 ~ 516  
Artwork  
Paper  
Ink  
Finishing  
Dbl Panel B/Card 2 ~ 518  
Artwork  
Paper  
Ink  
Finishing  
BRM ~ 520  
Artwork  
Paper  
Ink  
Finishing  
Shipping ~ 522  
Financials ~ 524  
Special Instr. ~ 526  
Review ~ 528

FIG. 5

600

Annual Report ~604  
Job Options ~606  
Cover ~608  
Artwork ~611  
Paper ~612  
Ink ~613  
Finishing  
Body ~610  
Artwork  
Paper  
Ink  
Finishing ~614  
Shipping  
Financials  
Special Instr.  
Preview

SmartSpec ID: 4064  
Annual Report - Cover - Paper ~618

Stock Name (Optional):

Specialty Stock:

Finish:

Color:

Grade:

Weight/Caliper:

Type:

Coated:

Selected ☒ ~612

Selected ☒

Selected ☒

Selected ☒

Selected ☒

Save / Continue

Save / Go To Project Mgmt



70

704

Sheet Specs ~710

Number of pages: 2 ~718

Finished Size: Vert 8.5 x 11 ~720

Custom Size:

Printing Method: Sheetfed Offset

Pre-press Supplied: Digital Text Only ~722

Options ~712

- ☒ Split Run ~724
- ☐ Perforating ~726
- ☐ Scoring
- ☐ Panels/Folds
- ☐ Glue
- ☐ Pockets/Flaps
- ☐ Foil Stamping
- ☐ Embossing
- ☐ Die Cutting
- ☒ Coating
- ☐ Drilling/Punching ~728

Multiple Covers ~714

Cover 1 Qty: ~730

Cover 2 Qty: ~732

Cover 3 Qty:

Cover 4 Qty:

Cover 5 Qty:

Cover 6 Qty:

Cover Description:

~734

Save/Continue

Save/Go To Project Mgmt

708

800

Digital/Text Only ~ 804

Transportation Media:

Platform:

} 808

Software Supported ~ 806

☐ Quark

810

Version #:

☐ PageMaker

Version #:

☐ Frame Maker

Version #:

☐ Photoshop

Version #:

☐ Illustrator

Version #:

☐ Freehand

Version #:

☐ Other Application

Name and Version #:

Output Size:

Other Output Size:

Proof Type:

Multiple Proofs Needed:


SourceFinder

812

FIG. 8

Stock Name (Optional):

**Specialty Stock:**

Finish: Select 

**Color:**

Grade: Select Weight/Caliper: Select Type: SelectCoated: 

Save / Continue

Save / Go To Project Mgm

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FIG. 9

**SECRET**

Slide 1 ~ 1004  
4-color Process ~ 1008

☐ 4-Color Process } 1016  
Coverage:

PMS ~ 1010

☐ PMS  
Coverage:   
Number of PMS Colors:   
PMS Color:   
PMS Color:   
PMS Color:   
PMS Color:   
PMS Color:   
PMS Color:   
Specialty Inks:

1018

Black ~ 1012

☐ Black } 1020  
Coverage:

Bleeds ~ 1014

Number of Sides:  ~ 1022

Slide 2 ~ 1006  
4-color Process

☐ 4-Color Process  
Coverage:

PMS

☐ PMS  
Coverage:   
Number of Colors:   
PMS Color:   
PMS Color:   
PMS Color:   
PMS Color:   
PMS Color:   
PMS Color:   
Specialty Inks:

Black

☐ Black  
Coverage:

Bleeds

Number of Sides:

Save/Continue

Save/Go To Project Mgmt

FIG.10

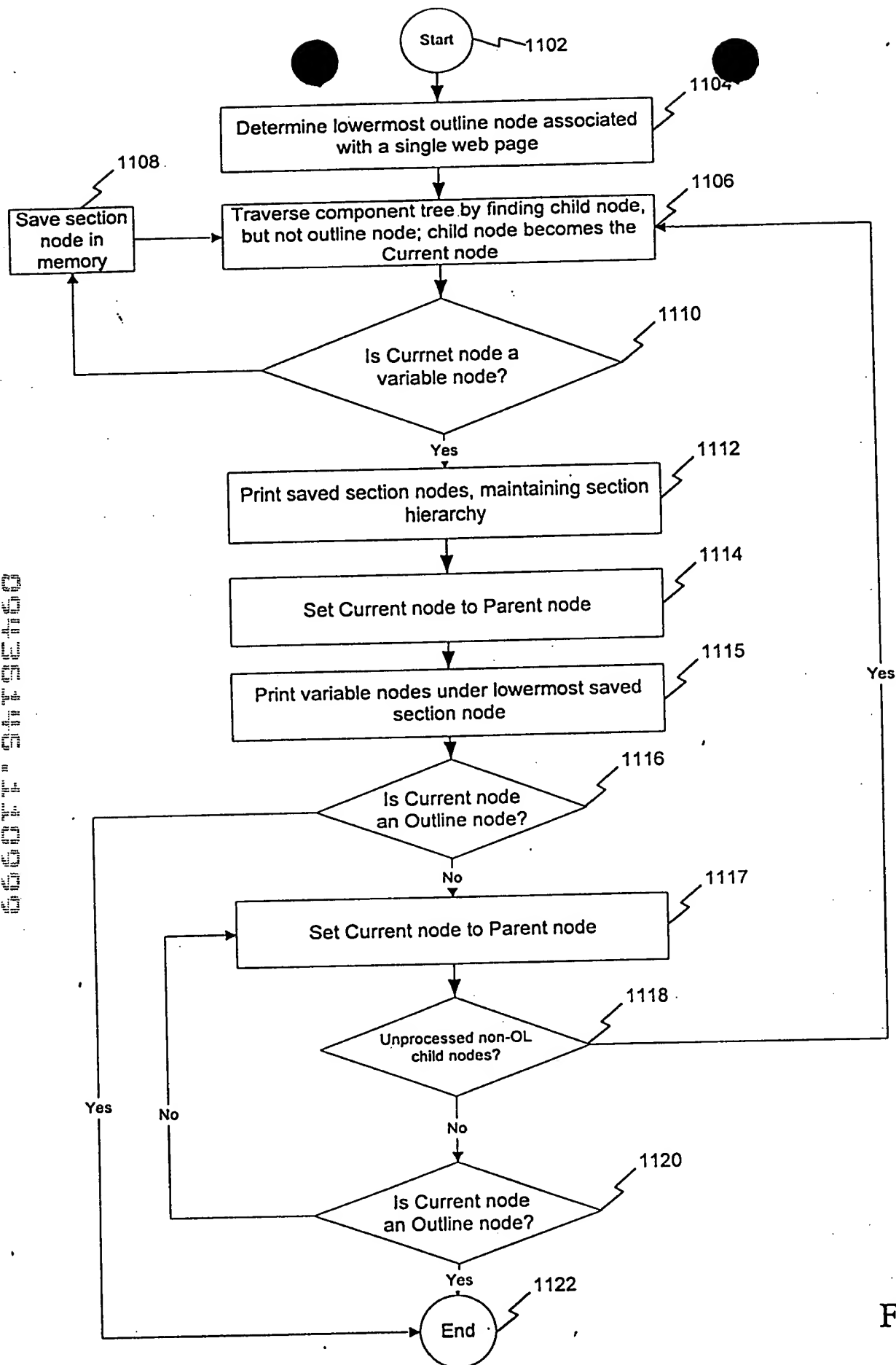
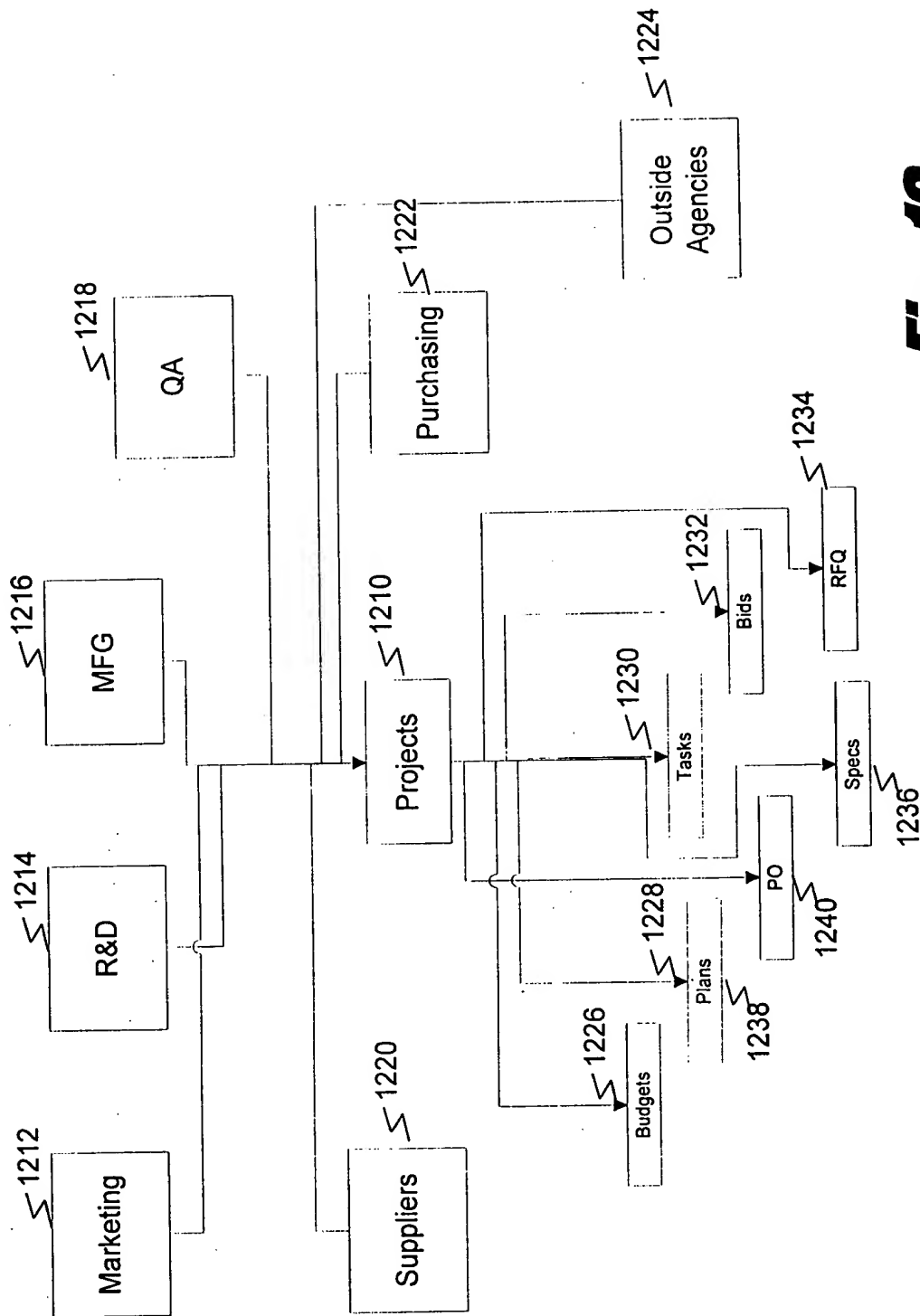
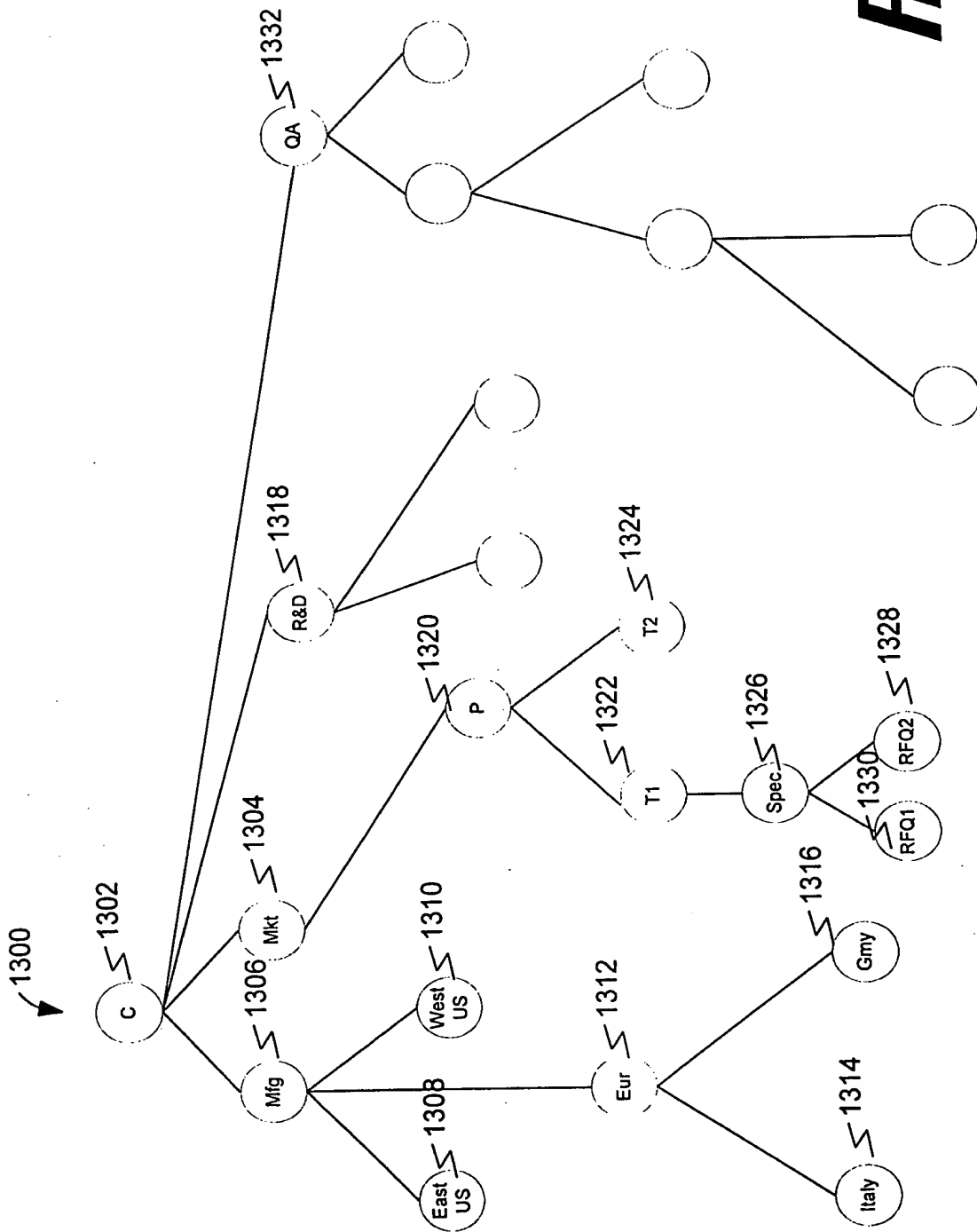


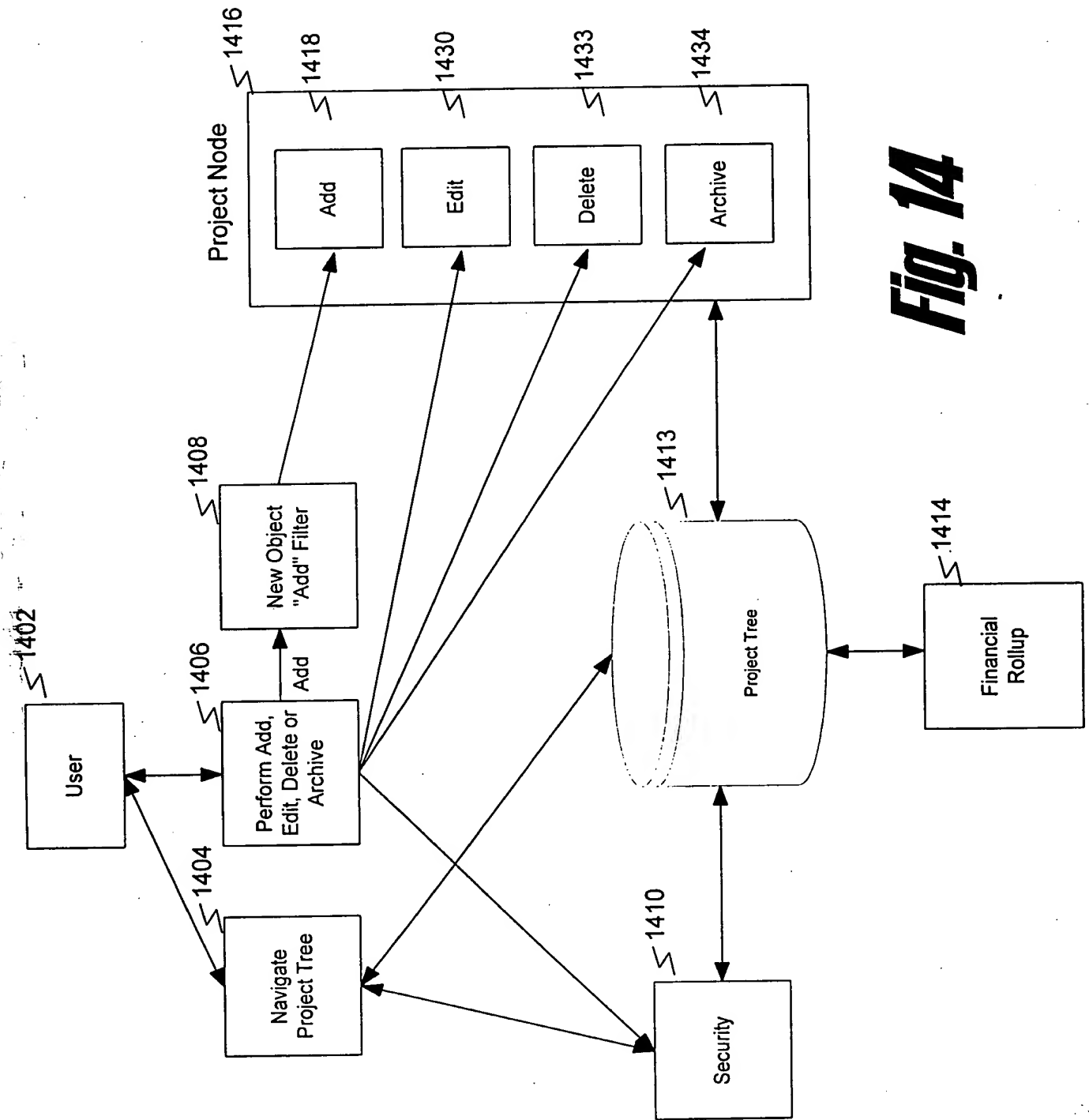
FIG. 11



**Fig. 12**

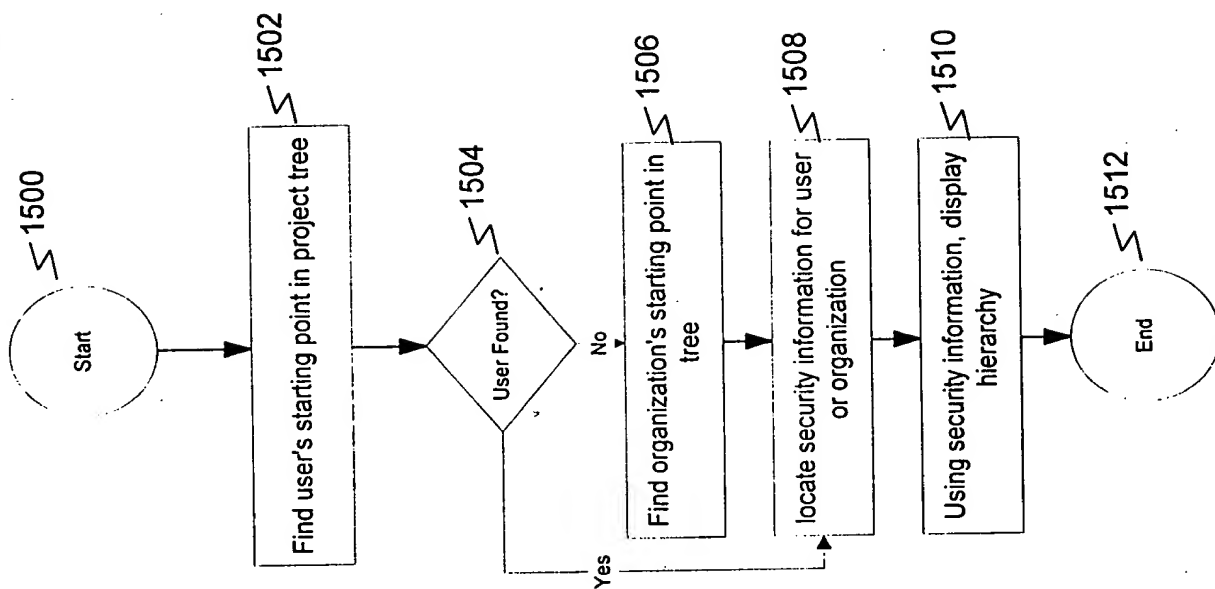


**Fig. 13**



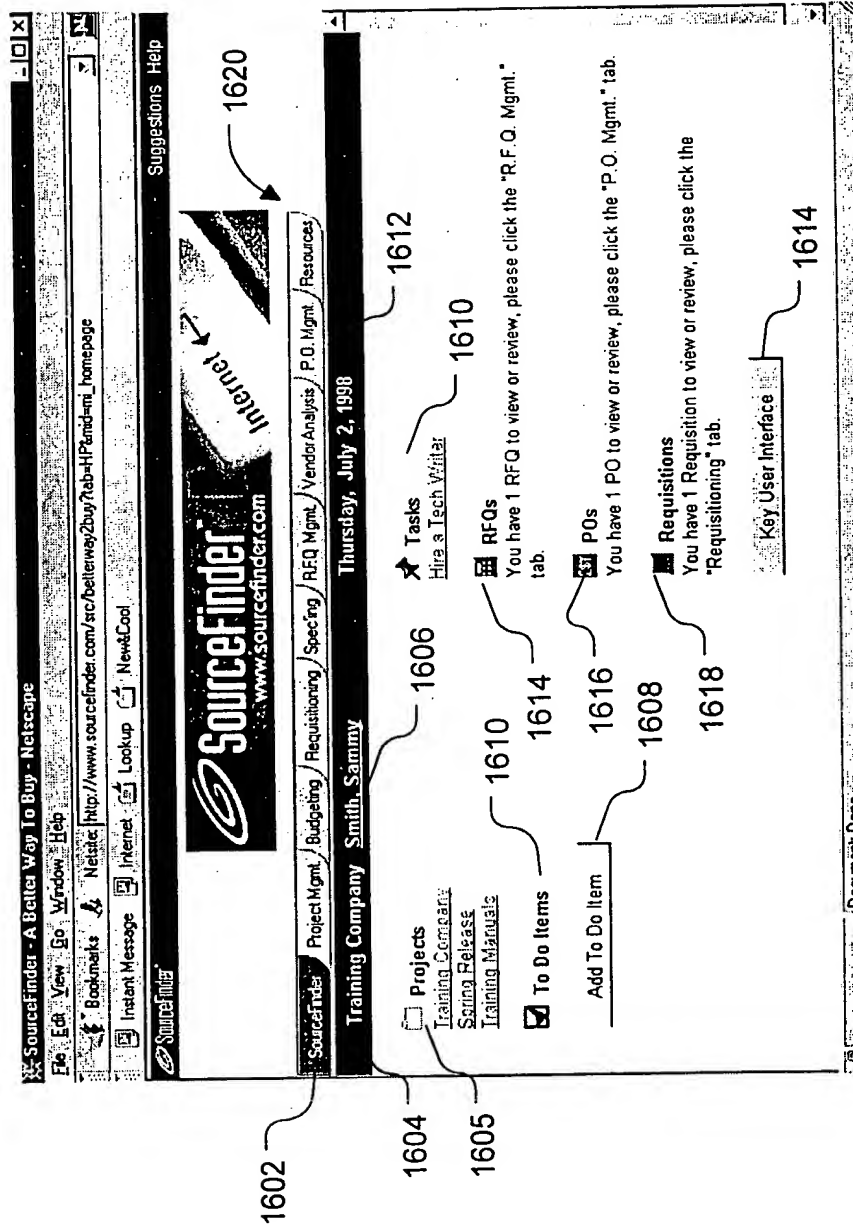
**Fig. 14**





**Fig. 15**

1601



**Fig. 16**

1701

1702

1704

Source/Project	Budgeting / Requisitioning / Spec'g / RFO Mgmt / Vendor Analysis / P.O. Mgmt / Resources	Status	Created By	Start	End	Budget	Alloc	Actual
Training Two		Open	smith	10/9/98	1/1/99	500,000	25,000	19,750
Marketing Projects		Open	smith	10/9/98	1/1/99	100,000	50,000	250
New Release		Open	smith	10/9/98	1/1/99	50,000/4800	50,000/4800	250
Training Manual		Open	smith	10/9/98	10/12/99	25,000/500	25,000/500	19,500
Training Manual		Approved	smith	10/9/98	10/12/98		10,000	
Booklet Printing		Open	smith	10/9/98	10/12/98		5,000	4,500
Hire Tech Writer		Open	smith	10/9/98	10/12/99		15,000/1500	15,000
Manual Spec		Open	smith	10/12/98	11/15/98			
User Manual v2.0		Awarded	smith					

\* Actual Amount Exceeds Allocated  
 ↓ Amount Under Budget or Allocated  
 ↑ Amount Over Budget or Allocated

Fig. 17

666077" 94794660

1801

1702

1802

Source/Order	Project Mgmt	Budgeting / Requisitioning	Specing	REQ Mgmt	Vendor Analysis	P.O. Mgmt	Resources		
	Training Manual			Created By	Start	End	Budget	Alloc	Actual
	Training Manual	add	Open	smith	10/9/98	10/12/99		25,000,5000	19,500
	Training Manual	add	Approved	smith					
	Booklet Printing	add	Open	smith	10/9/98	10/12/98		10,000	
	Hire Tech Writer	add	Open	smith	10/9/98	10/12/98		5,000	4,500
	Manual Spec	add	Open	smith	10/9/98	10/12/99		15,000,15000	15,000

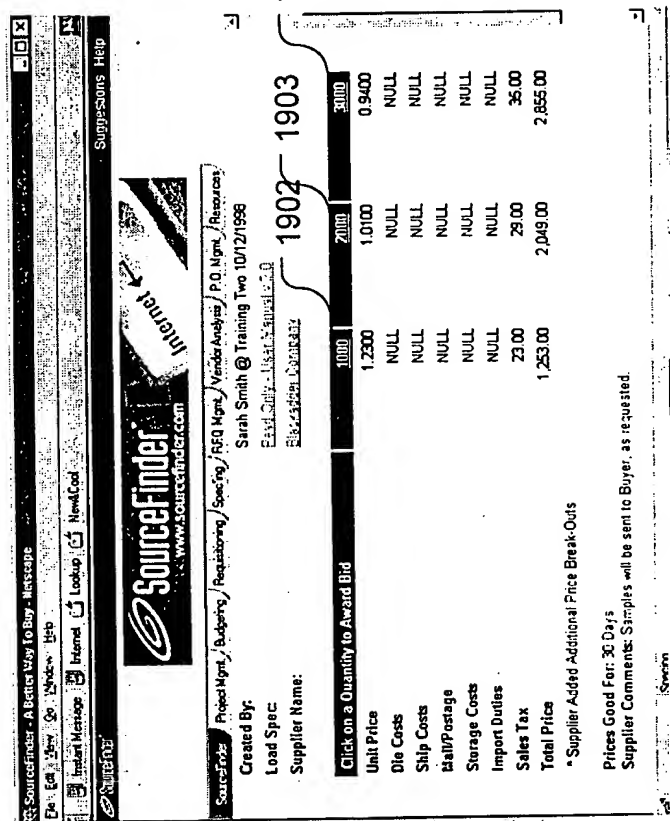
\* Actual Amount Exceeds Allocated

↓ Amount Under Budget or Allocated

↑ Amount Over Budget or Allocated

Fig. 18

1901





2101

2102

Sourcefinder Project Mgmt / Budgeting / Requisitioning / Spec'g / REQ Mgmt / Vendor Analysis / P.O. Mgmt / Resources									
Training Manual	Status	Created By	Start	End	Budget	Alloc	Actual		
<input checked="" type="checkbox"/> Training Manual	Open	smith	10/9/98	10/12/98		25,000	5000	↑	19,500
<input checked="" type="checkbox"/> Training Manual	Approved	smith							
<input type="checkbox"/> Booklet Printing	Open	smith	10/9/98	10/12/98		10,000			
<input checked="" type="checkbox"/> Hire Tech Writer	Open	smith	10/9/98	10/12/98		5,000			4,500
<input checked="" type="checkbox"/> Manual Spec	Open	smith	10/9/98	10/12/98		15,000	0	↓	15,000

\* Actual Amount Exceeds Allocated  
 ↓ Amount Under Budget or Allocated  
 ↑ Amount Over Budget or Allocated

Fig. 21







2301

**Fig. 23**

**Fig. 23**



2401

**Fig. 24**

2501

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Internet Message Internet Lookup NewCode
Sourcefinder
Sourcefinder
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Sourcefinder
Project Mgmt / Budgeting / Requisitioning / Specing / RFQ Mgmt / Vendor Analysis / P.O. Mgmt / Resources

Created By: Sarah Smith @ Training Two
RFQ Name: User Manual v2.0
Start Bidding: 10/12/1998
End Bidding: 10/14/1998
Request Best and Final Offer: F
Enable Bidding: F
Load Spec: Read Only - User Manual v2.0
Filed Under: Manual Spec

Click on icon by supplier's name for bid detail.

Supplier Name	1000	2000	3000
Blackadder Company	1,253.00	2,049.00	2,855.00
The Robins Group	1,022.00	1,975.00	2,799.00

Add to My Page: G Yes C No
\* Supplier Added Additional Price Break-Outs

OK Cancel Permissions

2502

Fig. 25

666077" 911921150

2601

RFQ Detail

1865 Training Company Naming Convention 10/3/98 10/18/98 750

Send Samples Yes Letterhead Flat Size 8.5x11

Page Count Final Size 8.5x11  
 Quantity 1 750  
 Quantity 2 1000  
 Quantity 3 50000  
 Paper Stock antioctal, white, 60lb tex. Acid Ink/Print  
 Free  
 Shipping Instructions Send UPS overnight to  
 Corporate Office, 11440 W.  
 Bernardo Crt San Diego, CA  
 92127 Attn: Jim  
 Special Instructions please call for press check  
 and when job has been  
 shipped. Contact Jim x 23  
 E-mail Jim@sourcefinder.com Fax # (Required) 619-676-1050

Have Supplier Call

Return To Previous Page

Fig. 26

2701

Fields, Strawberry @ Fruit Salad Litho . 10/6/98

RFQ's Bids Jobs Maintenance

Open Bids:

Client	Bid	Post Bid	Unbidded Amount
1385 The Leland Brothers	RFQ: New Manual (View Spec)	8/20/98 09/12/98	659.30
1399 The Leland Brothers	RFQ: Annual Report (View Spec)	8/26/98 09/10/98	4,589.00
1358 The Leland Brothers	RFQ: 1st Magazine - Self Cover (View Spec)	8/26/98 8-18-98	15,896.00
1463 The Leland Brothers	RFQ: Fallout Test (View Spec)	9/8/98 10/30/98	189.32
1516 The Leland Brothers	RFQ: Friday Magazine (View Spec)	9/11/98 09/30/98	589.56
1463 The Leland Brothers	RFQ: Fallout Test#2 (View Spec)	9/8/98 10/30/98	189.32
1654 Training Company	New Moose Letter (View Spec)	10/1/98 10/16/98	300.00

Click on the 'Client' or 'Bid' to view the detail of each.

Fig. 27

66607" 9436460

2801

Top Turnip @ Vegetable Garden , 10/5/98

RFQs Bids Jobs Maintenance

Open Jobs:

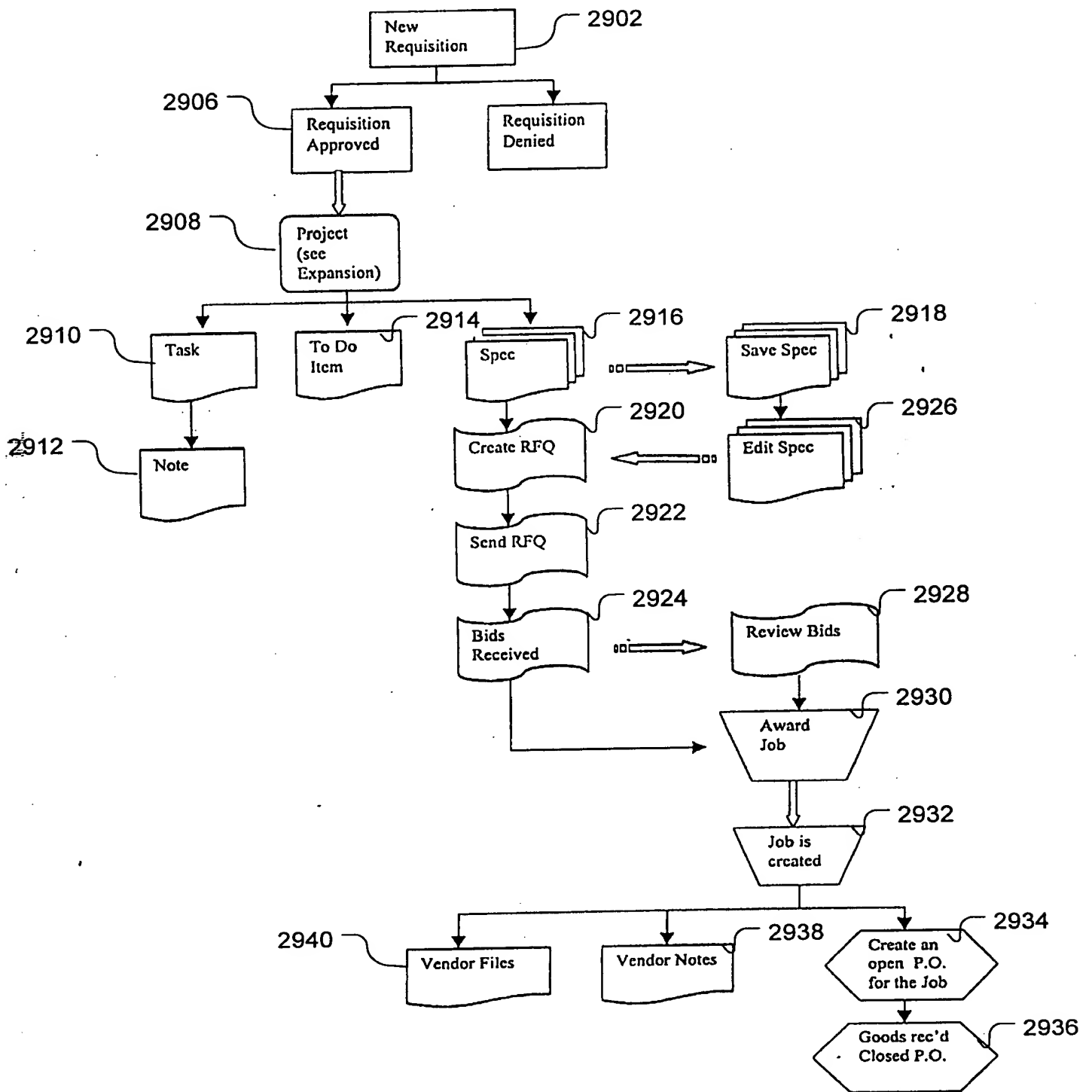
Jobs With Job Number  Like  12  List 2802

All Jobs with Job Number like '12'

14	Client	Job	Jobs	Status	Due Date	Owner
1423	The Leland Brothers	JOB: RFQ: Match Please (View Spec)	1235		09/12/98	HNK
1617	Training Company	RFQ: Reorder-Letterhead (View Spec)	125-98		10/18/98	SS

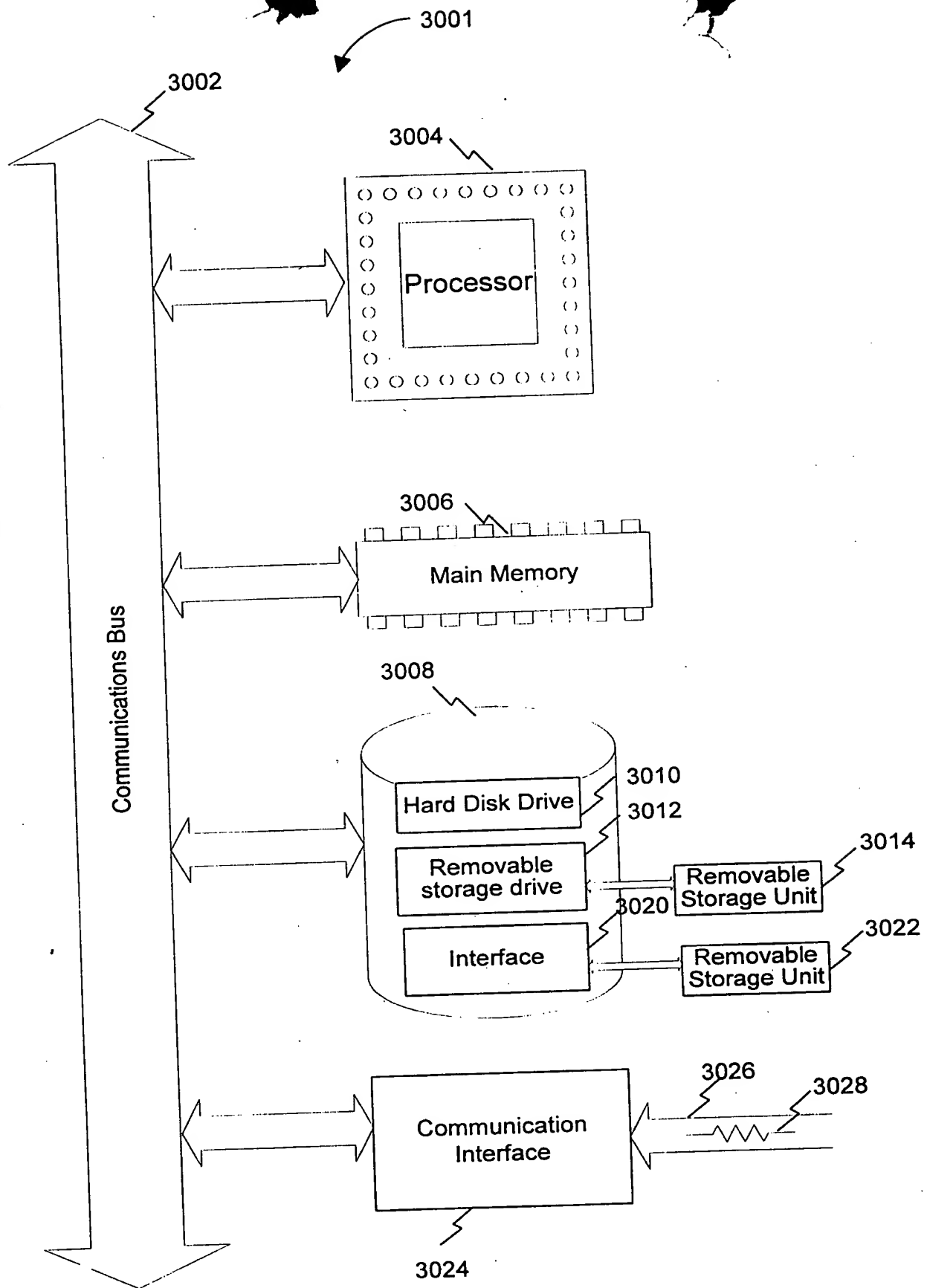
Fig. 28

**Life Cycle Flow Chart  
Brochure Purchase – New Product Release**



***Fig. 29***

5607 343463



**Fig. 30**